



ACCOUNT EXECUTIVE

NextGen is growing rapidly and looking for ambitious, driven sales people to focus on growing relationships and expanding the footprint within some of our most valuable accounts. It's more than simply connecting with clients and expanding our reach, it's about bringing real value to the people we work with. Account Executives at NextGen are passionate, overachievers with a track record of exceeding goals and building long-lasting and mutually beneficial relationships.

IN THIS ROLE YOU WILL:

- Sell NextGen solutions and services to corporate customers, small/medium businesses, and various other organizations
- Develop and execute on a strategic plan for your territory and create reliable forecasts
- Drive revenue by prospecting and building a pipeline while simultaneously fostering personal relationships with potential clients
- Cold call, generate new leads, and follow up on pre-established leads
- Build and create strategies for penetration and account development
- Close new business consistently at or above targets
- Manage the entire sales cycle, from introduction to ongoing account expansion
- Maintain frequent communication with existing clients to ensure quality control, repeat and new business development
- Work closely with the recruiting teams to ensure a high-quality delivery of candidates to the client
- Stay current on market trends, competitors within our industry and innovative sourcing strategies
- Network and maintain relationships with key client and talent communities for short/long term opportunities
- Travel regularly within an agreed upon territory

THE IDEAL CANDIDATE WILL BE:

- Experienced, with a minimum of 2 years of professional B2B sales, ideally in the Wireless/Cable industry or sales in the Technical Staffing industry
- Skilled at building strong relationships with new and existing clients
- Adept at generating new streams of substantial revenue
- Self-motivated, passionate, and hungry to make a big impact
- Competitive and resilient
- Excellent at negotiating and closing
- A skilled listener
- Proactive - taking initiative and following through is a must

BENEFITS:

- Competitive Base + Uncapped Commission
- Health, Dental and Vision benefits - 100% of employee premiums covered by NextGen!
- 4 Weeks of Vacation + Sick Time
- 401k Retirement Plan
- Company Cellphone and Laptop
- Casual Work Environment
- Reward and Recognition Incentives: Exotic trips, anniversary gifts, happy hours, team building events, music festivals, dinners, etc.
- Award Winning Environment with an Amazing Culture